

Message Text

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21

ORIGIN EA-10

INFO OCT-01 ISO-00 CIAE-00 COME-00 EB-07 INR-07 LAB-04

NSAE-00 PA-01 SIL-01 USIA-06 PRS-01 NSCE-00 SS-15

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FM SECSTATE WASHDC

TO USLO PEKING

INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: ETRD, CH "

SUBJECT: PRC NATIVE PRODUCE EXPORT FAIRS

1. NCUSCT HAS LEARNED THAT THE VARIOUS BRANCHES OF THE CHINA NATIONAL NATIVE PRODUCE IMPORT AND EXPORT CORPORATION INTEND TO "JOINTLY SPONSOR" TWO EXPORT-ORIENTED FAIRS, AS FOLLOWS:

(A) "CHINA CARPET FAIR" - TO BE HELD IN TIENTSIN FEBRUARY 25-MARCH 5. SOME AMERICANS HAVE BEEN INVITED. NCUSCT HAS RECEIVED INVITATION; C.J. WANG WILL REPRESENT THE COUNCIL.

(B) "CHINA PARTIAL FORESTAL PRODUCTS FAIR" - TO BE HELD IN KWANGCHOW FEBRUARY 21-MARCH 2. PRODUCTS TO BE EXHIBITED INCLUDE BAMBOO AND WOOD PRODUCTS, FIRE CRACKERS AND OTHER FIREWORKS, "HANDMADE PAPER," CANDLES, SMALL HARDWARE. NCUSCT UNDERSTANDS THAT TEN AMERICAN FIRMS ARE GOING.

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2. STATE, COMMERCE, AND NCUSCT WOULD BE INTERESTED IN ANY ADDITIONAL INFORMATION ABOUT THESE FAIRS, INCLUDING WHAT PROCEDURES AMERICAN BUSINESSMEN SHOULD FOLLOW TO OBTAIN INVITATIONS (RECOGNIZING OF COURSE THAT IT IS NOW PROBABLY TOO LATE TO DO SO). AT YOUR DISCRETION, YOU MAY MAKE INQUIRY WITH THE NATIVE PRODUCE CORPORATION OR WITH MFT. IF CONVENIENT, USLO MIGHT EVEN REQUEST PERMISSION FOR AN ECON/COMMERCIAL OFFICER TO VISIT THE FAIRS.

3. AS FAR AS WE ARE AWARE, THESE ARE THE FIRST SUCH EXPORT PROMOTIONAL EVENTS INSIDE THE PRC, OTHER THAN CANTON FAIR. TIMING OF THESE FAIRS IS INTERESTING, AND MAY REFLECT A FURTHER DOWNPLAYING OF THE CANTON FAIR. PRESUMABLY THESE FAIRS ARE RELATED SOMEHOW TO A PRC DESIRE TO INCREASE EXPORT PERFORMANCE. PRC MAY FEEL THAT HANDLING THESE PRODUCTS SEPARATELY (ALONG THE LINES OF GUM ROSIN LAST FALL) REPRESENTS A MORE EFFICIENT USE OF PERSONNEL AND TAKES SOME OF THE STRAIN OFF FACILITIES IN CANTON. IN ADDITION, THERE MAY BE SOME BUREAUCRATIC REASON IMPELLING THE NATIVE PRODUCE CORPORATION TO STAGE ITS OWN EVENT. USLO AND CONGEN COMMENTS ON THESE POINTS WOULD BE WELCOMED. INGERSOLL

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